5/29/84
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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

APRIL 1984 SALES FOR THE METAL TREATING INDUSTRY ARE UP 40.3% OVER APRIL 1983 FIGURES

The industry experienced a decline of 13.0% in sales from the previous month. This followed four consecutive months in which Commercial Heat Treaters increased their sales over the previous month.

Industry-wide, for the first four months of 1984 total billings amounted to $143.8 million, up 40.8% over the 1983 total for the same period of $102.1 million.

All nine MTI districts recorded gains over the April 1983 sales totals. (Note: Beginning this month a newly formed District 9 is reported.)

A summary of percentage change by geographic regions follows:

	District	Apr. 84 vs. Apr. 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	24.6	21.2
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	27.4	30.4
3	South Central (W.PA-OH-IN-KY)	45.7	40.0
4	Michigan	55.4	73.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	39.5	40.0
6	North Central (IL-WI-MN-MO-IA)	54.2	52.5
7	Pacific Coast (So.CA-AZ)	22.1	20.1
8	Southwest (TX-OK-AR-CO-LA-UT)	41.1	24.5
9	Northwest (No.CA-OR-WA-B.C.)	39.3	31.9

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METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

APRIL, 1984

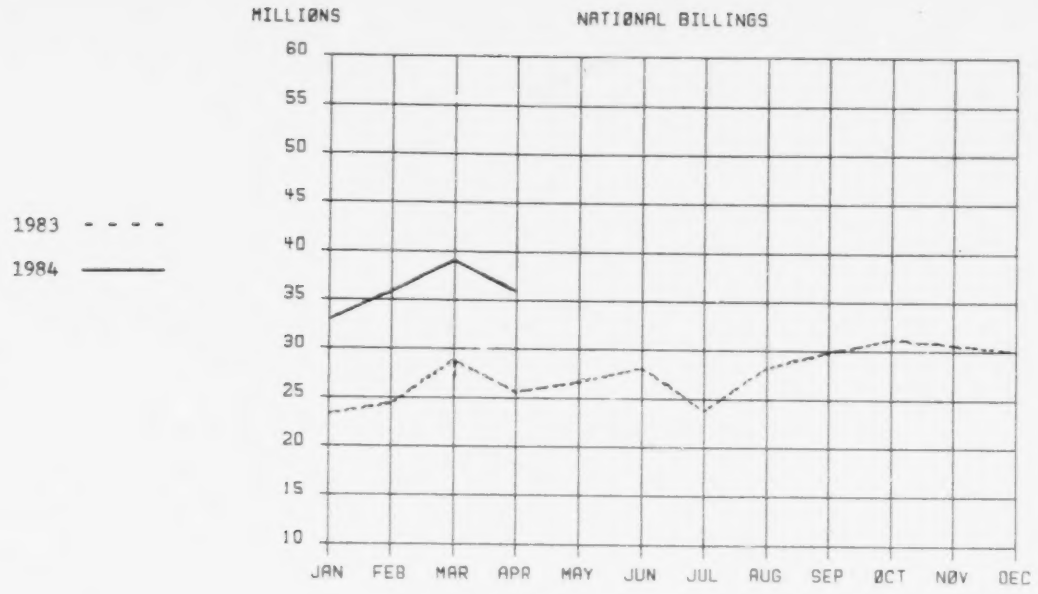
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	25645.3	35991.6	40.3	100.0	100.0
Dist. 1	15	1575.7	1962.6	24.6	6.1	5.5
Dist. 2	41	4144.0	5278.1	27.4	16.2	14.7
Dist. 3	52	4290.2	6250.3	45.7	16.7	17.4
Dist. 4	27	3757.0	5839.6	55.4	14.6	16.2
Dist. 5	19	1060.2	1478.9	39.5	4.1	4.1
Dist. 6	40	4930.9	7601.0	54.2	19.2	21.1
Dist. 7	36	3781.3	4618.3	22.1	14.7	12.8
Dist. 8	27	1654.3	2333.3	41.1	6.5	6.5
Dist. 9		451.8	629.5	39.3	1.8	1.7
Foreign	10					

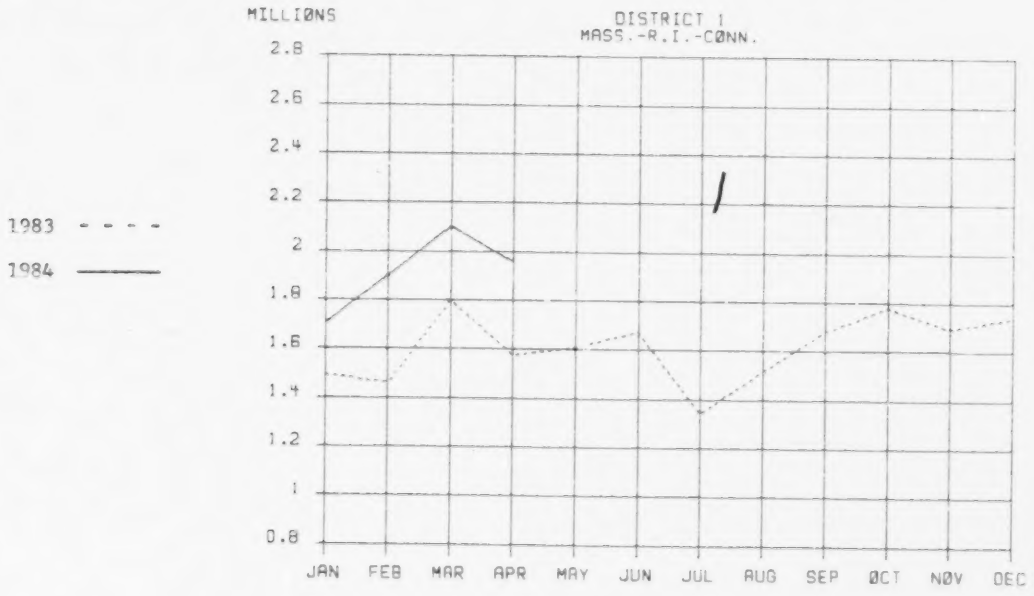
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	102117.6	143784.3	40.8	100.0	100.0
Dist. 1	6332.3	7672.7	21.2	6.2	5.3
Dist. 2	16589.0	21639.3	30.4	16.2	15.0
Dist. 3	16733.8	24101.4	44.0	16.4	16.8
Dist. 4	14209.4	24577.2	73.0	13.9	17.1
Dist. 5	4209.5	5894.1	40.0	4.1	4.1
Dist. 6	19968.7	30443.8	52.5	19.6	21.2
Dist. 7	15058.4	18092.5	20.1	14.7	12.6
Dist. 8	7208.5	8978.2	24.5	7.1	6.2
Dist. 9	1807.9	2385.1	31.9	1.8	1.7

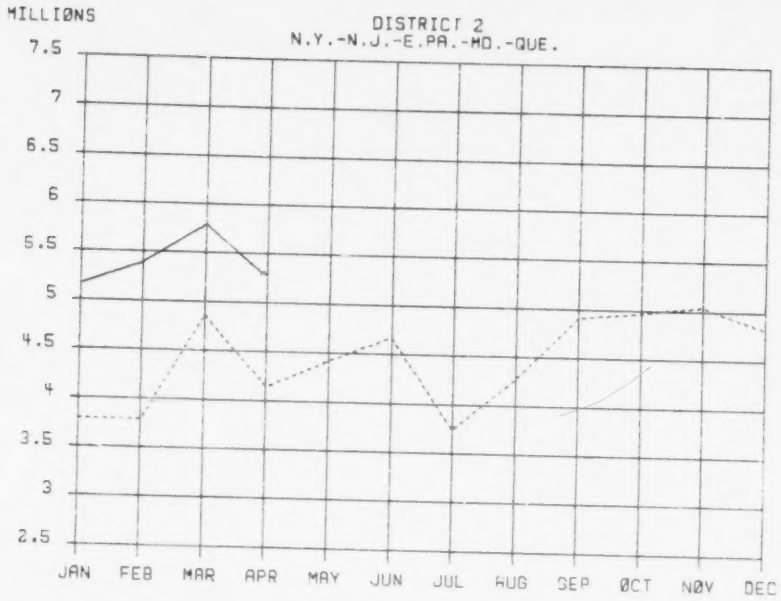
[1] Total MTI membership including firms that do not participate in monthly analysis.



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	41.8	46.9	35.2	40.3								
% Change	Cumulative	41.8	44.4	41.0	40.8								



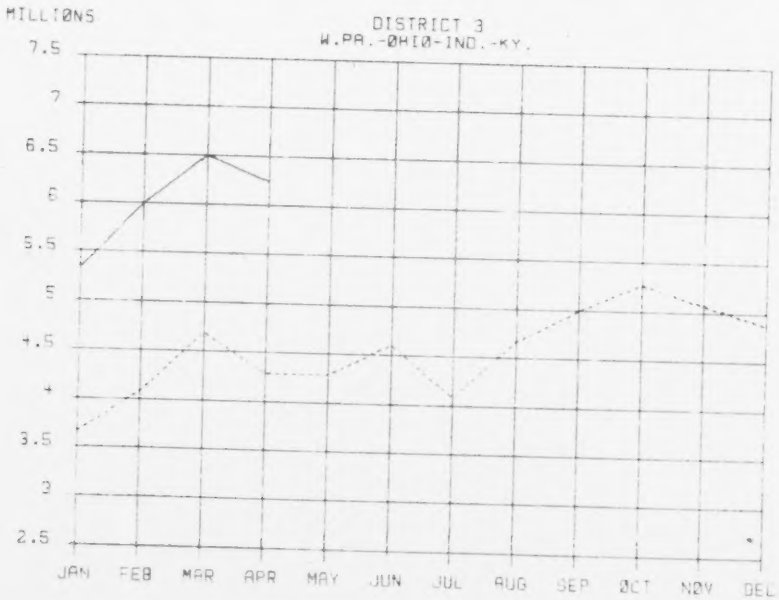
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.0	30.1	16.9	24.6								
% Change	Cumulative	14.0	22.0	20.0	21.2								



1983 - - - -

1984 ———

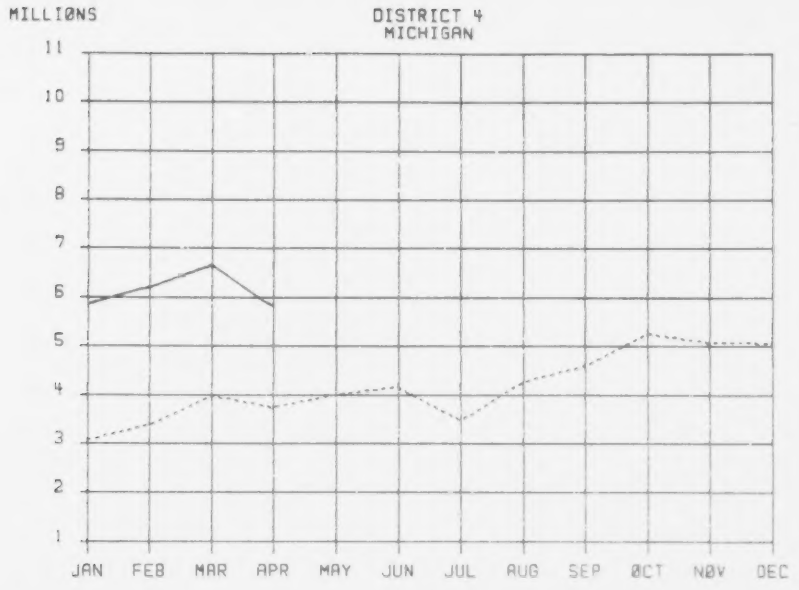
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	36.6	42.5	18.9	27.4								
% Change	Cumulative	36.6	39.6	31.5	30.4								



1983 - - - -

1984 - - ———

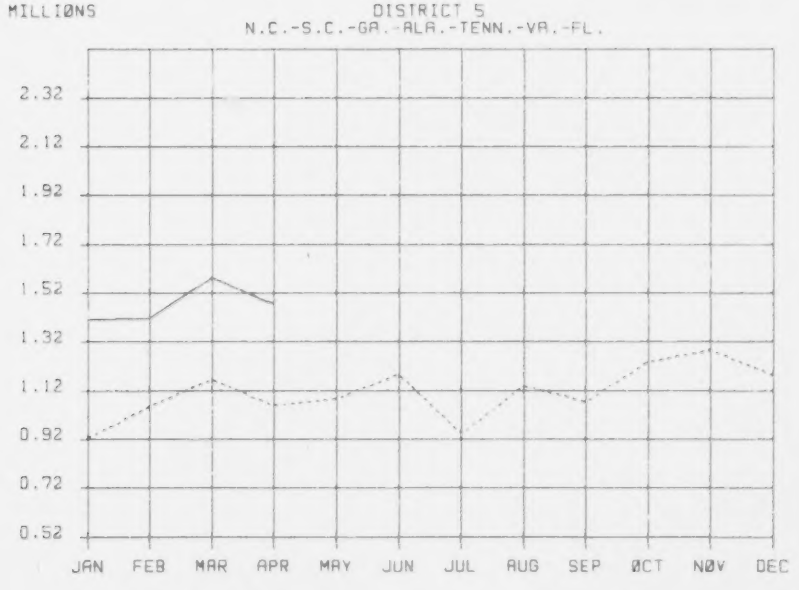
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.6	47.0	38.7	45.7								
% Change	Cumulative	45.6	46.4	43.5	44.0								



1983 - - - -

1984 ———

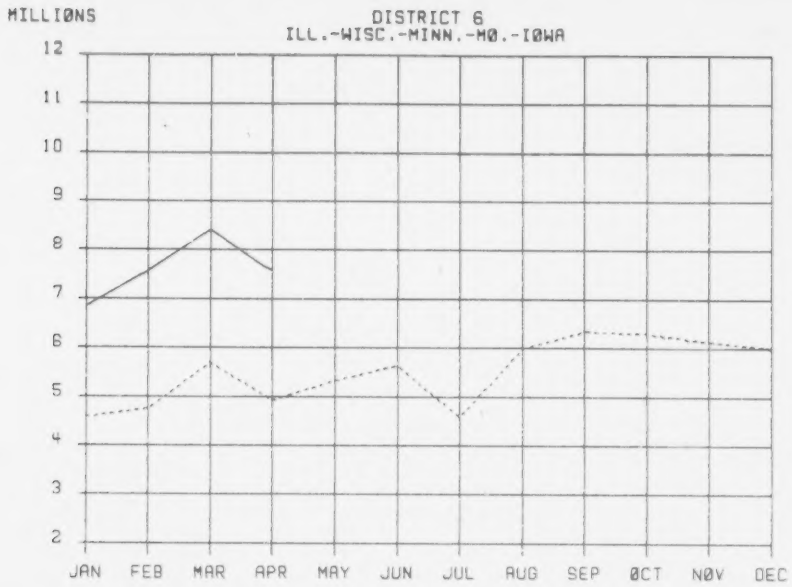
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	90.5	83.2	67.2	55.4								
% Change	Cumulative	90.5	86.7	79.3	73.0								



1983 - - - -

1984 ———

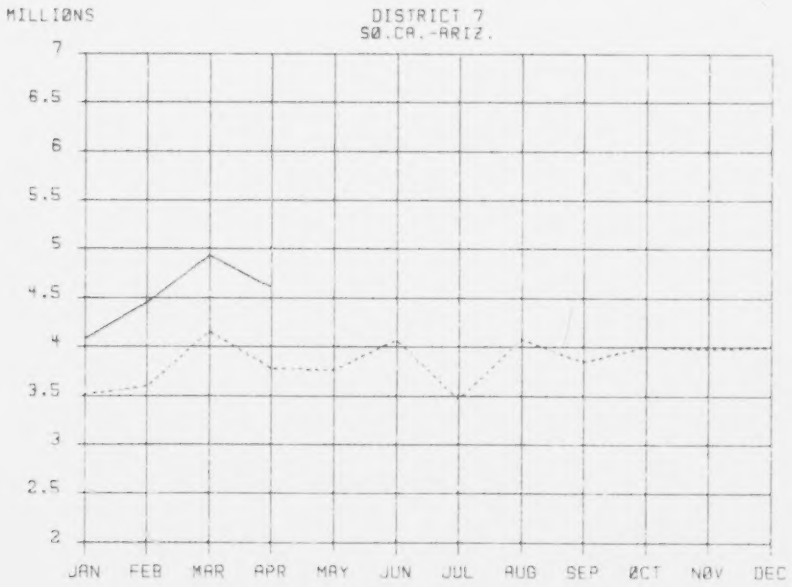
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	52.6	34.3	35.7	39.5								
% Change	Cumulative	52.6	42.8	40.2	40.0								



1983 - - - -

1984 ———

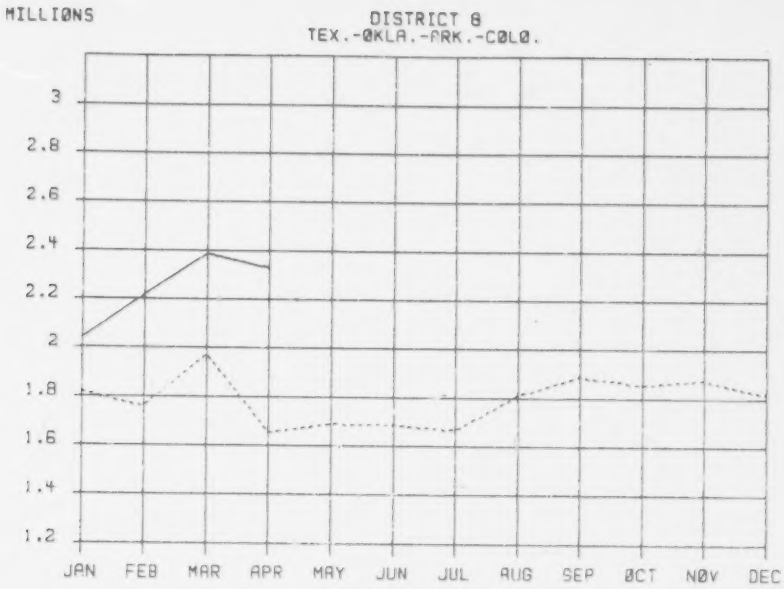
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.6	59.1	47.7	54.2								
% Change	Cumulative	49.6	54.5	51.9	52.5								



1983 - - - -

1984 ———

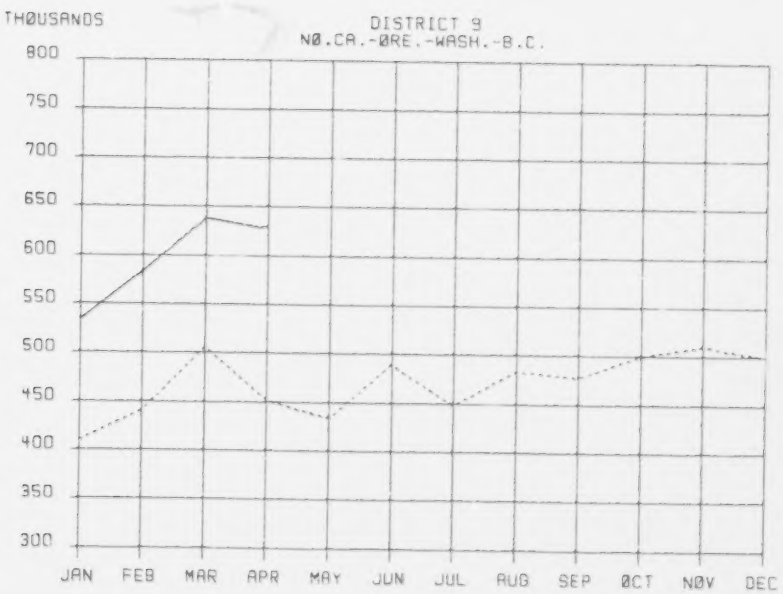
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.0	23.9	18.6	22.1								
% Change	Cumulative	16.0	20.0	19.5	20.1								



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.2	25.8	21.0	41.1								
% Change	Cumulative	12.2	18.9	19.6	24.5								



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	30.5	32.3	26.2	39.3								
% Change	Cumulative	30.5	31.4	29.5	31.9								

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FOR RELEASE: Immediately

CORRECTION

In the most recent press release announcing sales for commercial heat treaters in April, 1984, the decline from the previous month should be 7.7%, not 13% as erroneously reported.